

Message Text

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ACTION AF-04

INFO OCT-01 ISO-00 EB-03 XMB-01 SS-14 ABF-01 AID-05 DRC-01

RSC-01 /031 W

----- 029876

R 071215Z OCT 74

FM AMEMBASSY NAIROBI

TO USDOC WASHDC

SECSTATE WASHDC 9518

AMEMBASSY ADDIS ABABA

AMEMBASSY BUJUMBURA

AMEMBASSY DAR ES SALAAM

AMEMBASSY KHARTOUM

AMEMBASSY KIGALI

AMEMBASSY MOGADISCIO

AMEMBASSY PORT LOUIS

AMEMBASSY TANANARIVE

AMCONSUL ZANZIBAR

INFO AMEMBASSY BLANTYRE

AMEMBASSY LUSAKA

UNCLAS SECTION 1 OF 2 NAIROBI 8539

PASS EXIMBANK

E.O. 11652: N/A

TAGS: BEXP, OCON, KE

SUBJ: REGIONAL CONFERENCE OF ECONOMIC/COMMERCIAL

OFFICERS, NAIROBI, OCT. 24-25, 1974

REF: DAR ES SALAAM A-162, AUG. 29, 1974, ADDIS ABABA 11232,
BLANTYRE 1242, BUJUMBURA 0608, DAR ES SALAAM 3326, DAR
ES SALAAM 3386, KHARTOUM 2178, LUSAKA 1970, MOGADISCIO
1413, TANANARIVE 1402, TANANARIVE 1540, ZANZIBAR 0290

SUMMARY: EMBASSY NAIROBI WILL HOST REGIONAL MEETING
ECONOMIC/COMMERCIAL OFFICERS OCTOBER 24-25, AT WHICH
PARTICIPANTS FROM EIGHT POSTS IN EASTERN AFRICA HAVE SO
FAR CONFIRMED ATTENDANCE. MEETING TO PROVIDE INTERCHANGE

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WITH REGIONAL U.S. BUSINESS REPRESENTATIVES BASED IN
NAIROBI AND ESTABLISH MARKETING RATIONALE FOR JOINT

EXPORT-PROMOTIONAL EFFORTS. FOLLOWING IS INFORMATION
COVERING ATTENDANCE, GENERAL SCHEDULE, AND IN-HOUSE
WORKING-SESSION AGENDA. END SUMMARY

1. ACTION REQUESTED. SEE END OF THIS MESSAGE FOR
ACTION REQUESTED FROM USDOC. EXIMBANK, AND THE PARTICIPATING
ECONOMIC/COMMERCIAL OFFICERS. END ACTION REQUESTED.

2. BACKGROUND. AT THE DOS AND USDOC SPONSORED CON-
FERENCE OF ECONOMIC/COMMERCIAL OFFICERS HELD IN NAIROBI
JUNE 4-6, 1974, A NUMBER OF OFFICERS, CHIEF AMONG THEM
THE REPRESENTATIVE FROM AMEMB DAR ES SALAAM, VOLUNTEERED
TO EXPLORE THE PRACTICABILITY OF FURTHER PERIODIC MEETINGS
AMONG THE PARTICIPANTS FROM EASTERN AFRICA. SINCE MANY
REGIONAL REPRESENTATIVES OF U.S. BUSINESS ARE LOCATED
IN NAIROBI, EMBASSY NAIROBI EMERGED AS THE HOST FOR THE
FIRST MEETING SET FOR OCT. 24-25. PURPOSE IS TO EXCHANGE
IDEAS WITH THE REGIONAL BUSINESS REPRESENTATIVES AND
TO ESTABLISH THE BASIS FOR JOINT MARKETING ACTIVITIES
SUCH AS TRADE MISSIONS, SALES SEMINARS, MINOR EXHIBITIONS,
AND CATALOG SHOWS. A TRADE MISSION MIGHT, FOR EXAMPLE,
REMAIN INTACT THROUGH THE FIRST TWO COUNTRIES VISITED,
ONLY TO SPLIT UP BEFORE REACHING THE THIRD, WITH SOME
MEMBERS FOLLOWING THE ITINERARY FOR THE GROUP AS A WHOLE,
WHILE OTHERS CONSERVE TIME THROUGH BYPASSING COUNTRIES
WHERE MARKET SOUNDINGS HAVE INDICATED LITTLE PROSPECT
FOR SUCCESS. THE REGIONAL MEETING WILL ALSO EXPLORE
JOINT PROCEDURES FOR ALERTING NEIGHBORING POSTS OF
BUSINESS TRAVELERS AND FOR INSTITUTING A QTE CLEARING
HOUSE UNQTE AT NAIROBI FOR CERTAIN TRADE AND INVESTMENT
OPPORTUNITIES. SOME OPPORTUNITIES MIGHT ALSO BE ROUTINELY
CIRCULARIZED TO ALL EASTERN AFRICA POSTS BY TELEX.

3. ATTENDANCE: THE FOLLOWING OFFICERS FROM THE POSTS
INDICATED HAVE CONFIRMED ATTENDANCE. ADDITIONALLY, WE
ARE AWAITING WORD FROM EMBASSIES KIGALI AND PORT LOUIS.
EMBASSIES BLANTYRE AND LUSAKA REGRETED NOT BEING ABLE
TO SEND A REPRESENTATIVE FOR THIS MEEING.

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| POST | OFFICER |
|---------------|----------------------|
| ADDIS ABABA | RICHARD WILSON |
| BUJUMBURA | DAVID KAEUPER |
| DAR ES SALAAM | H.R. LUCIUS |
| KHARTOUM | FREDERICK H. GERLACH |
| MOGADISCIO | JOHN D. FOLGER |
| NAIROBI | JOHN J. EDDY |
| " | THOMAS A. FORBORD |
| " | PAUL T. WALTERS |

SEYCHELLES (TO BE COVERED BY OFFICER BASED IN
NAIROBI)

TANANARIVE GERALD DE SANTILLANA
ZANZIBAR CAROL A. ROEHL

4. GENERAL SCHEDULE:

THURSDAY, OCTOBER 24

8:30 AM - 11:30 AM IN-HOUSE WORKING SESSION AT EMB. LUNCHEON
WITH MEMBERS OF AMERICAN BUSINESSMEN'S CLUB

3:00 PM - 5:00 PM ROUNDTABLE WITH U.S. BANKERS (AGENDA IS
UNDER DISCUSSION WITH U.S. BANKERS. AMONG
TOPICS WILL BE INVESTMENT CLIMATE, FINANCING TRA

DE,

AND PROCEDURES FOR REGULAR EXCHANGE OF
INFORMATION WITH ECONOMIC/COMMERCIAL OFFICERS.)

7:00 PM RECEPTION IN HONOR OF ECON/COMMERCIAL OFFICERS
HOSTED BY FIRST NATIONAL CITY BANK

FRIDAY, OCTOBER 25

8:30 AM - 11:00 AM PRIVATE APPOINTMENTS (ARRANGED BY EMBASSY
NAIROBI UPON REQUEST OF OFFICERS OR LOCAL
BUSINESSMEN)

11:00 AM - 12:30 PM SERIES OF TEN-MINUTE BRIEFINGS BY OFFICERS
ON THEIR RESPECTIVE COUNTRIES. SESSION
DESIGNED PRIMARILY FOR NON-AMERICAN

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ACTION AF-04

INFO OCT-01 ISO-00 EB-03 XMB-01 SS-14 ABF-01 AID-05 DRC-01

RSC-01 /031 W

----- 027915

R 071215Z OCT 74

FM AMEMBASSY NAIROBI

TO USDOC WASHDC

SECSTATE WASHDC 9519

AMEMBASSY ADDIS ABABA

AMEMBASSY BUJUMBURA

AMEMBASSY AR ES SALAAM

AMEMBASSY KHARTOUM
AMEMBASSY KIGALI
AMEMBASSY MOGADISCIO
AMEMBASSY PORT LOUIS
AMEMBASSY TANANARIVE
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INFO AMEMBASSY BLANTYRE
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REPRESENTATIVES OF U.S. PRODUCTS.

12:30 PM - 2:30 PM FREE

2:30 PM - 5:00 PM PRIVATE APPOINTMENTS

EVENING TO BE DETERMINED.

5. AGENDA FOR IN-HOUSE WORKING SESSION THURSDAY MORNING.

A. FIVE MINUTE PRESENTATION BY EACH OFFICER GIVING
POLITICAL/ECONOMIC/COMMERCIAL OVERVIEW HIS COUNTRY. TO BE
COVERED IN PARTICULAR: CAPITAL INVESTMENT, NEW STARTS AND
EXPANSIONS.

B. U.S. TRADE POLICY TOWARD LDC'S. DISCUSSION LEADER,
JOHN D. FOLGER.

C. EXPORT OPORTUNITIES ARISING FROM TRANSFERS OF
ARAB OIL WEALTH. DISCUSSION LEADER, FREDERICK H.
GERLACH.

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D. STIMULATION OF TRADE MISSIONS, MINOR EXHIBITIONS,
SALES SEMINARS, AND CATALOGS SHOWS FOR EASTERN AFRICA.
DISCUSSION LEADER, RICHARD WILSON.

E. FINANCING TRADE. DISCUSSION LEADER, DAVID KAEUPER.

F. SHIPPING AS FACTOR IN U.S. EXPORT-PROMOTIONAL
EFFORTS. DISCUSSION LEADER, GERALD DE SANTANILLANA.

G. OFFER OF NAIROBI TO SERVE AS REGIONAL CLEARING
HOUSE FOR DISSEMINATION OF TRADE AND INVESTMENT OPPORTUNITIES.
VALUE OF CIRCULARIZING SOME TRADE AND INVESTMENT
OPPORTUNITIES TO ALL EASTERN AFRICA POSTS BY TELEX.
DISCUSSION LEADER, JOHN J. EDDY.

H. PLANS FOR FORMAT, AGENDA, PLACE, AND TIME OF
NEXT REGIONAL MEETING. DISCUSSION LEADER, H.R. LUCIUS.

6. ACTION REQUESTED:

A. FOR USDOC: PLS INFORM EMBASSY NAIROBI SOONEST
OF ANY ADDITIONAL TOPICS WHICH USDOC WOULD LIKE COVERED
DURING CONFERENCE, OR ANY PARTICULAR EMPHASIS SEEN
AS DESIRABLE. INFO ALL OTHER ADDRESSEES. AIR POUCH AT
ONCE (ATTENTION ECONOMIC/COMMERCIAL SECTION NAIROBI)
RELEVANT PUBLISHED MATERIALS FOR DISSEMINATION TO OFFICERS
AND U.S. BUSINESSMEN OR REPRESENTATIVES OF U.S. PRODUCTS

AT CONFERENCE.

B. FOR EXIMBANK: AIR POUCH SOONEST (ATTENTION ECONOMIC/COMMERCIAL SECTION, NAIROBI) LATEST AVAILABLE EXIMBANK PUBLICATIONS FOR DISSEMINATION TO OFFICERS AND U.S. BUSINESSMEN OR REPRESENTATIVES OF U.S. PRODUCTS AT CONFERENCE.

C. FOR OFFICER PARTICIPANTS: EACH OFFICER SHOULD IN REMAINING WEEKS BEFORE CONFERENCE SHAPE HIS ASSIGNED TOPIC ALONG LINES WHICH IN HIS OWN JUDGMENT CAN BEST BE TURNED TO GENERAL DISCUSSION. IT WOULD BE HELPFUL IF SPEAKERS AT IN-HOUSE WORKING SESSION WOULD IN ADVANCE OF CONFERENCE PREPARE BRIEF WRITTEN OUTLINES OF MAIN POINTS FOR RAPPORTEURS. EACH PARTICIPANT SHOULD HANDCARRY WITH HIM AMPLE PUBLISHED MATERIAL ON HIS COUNTRY FOR DISSEMINATION AT CONFERENCE TO U.S. BUSINESSMEN OR REPRESENTATIVES OF U.S. PRODUCTS. INFORM U.S. BUSINESSMEN YOUR AREAS THAT THEY ARE WELCOME TO PARTICIPATE IN CONFERENCE. MARSHALL

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